

AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture Department of Agriculture

Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.

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RALPH T. OLCOTT
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
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AMERICAN NURSERYMAN

THE NATIONAL JOURNAL OF
Commercial Horticulture

American Nurseryman

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ROCHESTER N. Y., JULY 15, 1918

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THE PRESENT STATUS OF IMPORTED NURSERY STOCK

Following is the report of the Legislative Committee of the American Association of Nurserymen for the annual meeting at Chicago, June 26th, 1918 by William Pitkin, Chairman pro tem:

At the 1917 meeting in Philadelphia, your committee reported the situation regarding the ideas of some of the members of the Horticultural Inspectors Association, favoring the absolute exclusion of foreign nursery stock. You were then advised that the inspectors had appointed a committee, headed by Prof Sanders, which was to confer with your committee at a late date, and you passed a resolution expressing the sentiment of the Association as opposed to the exclusion of foreign nursery stock, and authorizing the legislative committee and the executive committee to take charge of the matter, and confer with the committee representing the inspectors.

About August 1st, 1917, your legislative committee held a conference with Prof. Sanders' committee in New York City, and while the subject was discussed generally, no definite conclusions were reached, and the conference adjourned, subject to the call of Prof. Sanders.

Later, about November 1st and December 1st, there were meetings in Pittsburgh of various associations made up quite largely of our scientific friends, at which your committee was urged to be present, but we felt that nothing could be accomplished by general discussion in an open meeting, and insisted that according to agreement there should be another conference by our committee, and therefore, we did not attend the Pittsburgh meetings.

Contrary to the understanding and agreement, some of the association or individuals meeting at Pittsburgh passed a resolution favoring the exclusion of foreign nursery stock and following such action a bill was introduced in the United States Senate by Senator Weeks of Massachusetts providing for the absolute exclusion of foreign nursery stock, effective July 1st, 1918. That bill did not receive the support of the Federal Horticultural Board, and has never been reported by the Senate Committee and probably will never be heard from again.

The Federal Horticultural Board announced a hearing in Washington on May 28th, 1918 to consider the general question of exclusion of foreign nursery stock, and particularly such items as are usually imported with balls of earth on the roots. Your committee consisting of Mr. Dayton, Mr. Meehan, Mr. J. M. Pitkin, Secretary Smith, and your Chairman, attended the hearing and a committee representing the American Florist Association was also present.

There were present, of course, many of our scientific friends, who talked very emphatically about the insects and diseases prevalent in foreign countries, and the probability that these dangerous insects would conceal themselves in the balls of earth so they could not be found under the ordinary

methods of inspection and could not be killed by the ordinary methods of fumigation, and would enter this country and be prepared to spread destruction over the face of this fair land. One very prominent scientist had a list of 2000 such insects and was ready to give us the pedigree and family history of each one of them, but fortunately was shut off by the Chairman, Mr. Marlatt.

As a matter of fact, they had very little definite, positive information about these dangerous criminals, but they did have a slight suspicion or fear that something might happen, and the only way to safeguard this great and glorious country of ours was to positively prohibit the entrance of any foreign nursery stock.

They would be glad to see such a regulation in force at once, without regard to the available supply in this country and without regard to the effect of such exclusion on the nursery business, and orchardists and the general public. If we may judge by the statements that have been made in the past by some of these same men and their associates, they are now as they were then, "Worrying about a lot of things that will never happen."

Your committee took the ground that at the present time there was no sufficient source of supply in this country for fruit tree seedlings and rose stocks and many of the items usually imported with balls of earth; that the nurserymen had tried for years to develop that part of the business, and with the exception of apple, no material progress had been made and that even today there were not enough apple seedlings produced in America to supply the American demand; that many nurserymen preferred to import French apple seedlings and pay more money for them, believing that thereby they could secure better blocks of better trees; that many of us had tried earnestly to produce fruit tree seedlings and rose stocks on a commercial scale, and had absolutely failed; that attempts had been made to propagate rhododendrons and similar items and that those attempts had been thus far unsuccessful; and that the nurserymen were ready to throw up both hands and acknowledge that we did not know how.

Further, we have felt in view of the fact that the United States Department of Agriculture was spending millions of dollars trying to solve the problems of the farmer and the fruit grower, that it was now up to the Department to take hold of the nurserymen's problems, and that if those problems could be solved by the Department and they could show us that an adequate supply of raw material could be produced in this country, every American nurseryman would be glad to buy his supply from American growers, and thus avoid the transportation risks always incident to foreign shipments.

We also said that pending the establishment of the fact that a supply of raw ma-

terial could be produced on this side, no action should be taken by the Federal Horticultural Board excluding foreign nursery stock and no dates should be definitely determined.

We also said that we were ready and willing to co-operate with the Federal Horticultural Board and Department of Agriculture in such experiments and that our facilities as far as possible were at the command of the Department, but that we strongly felt that the Department should undertake this work, for no individual nurserymen or combination of nurserymen could command the capital, time and labor necessary to bring such experiments to any definite conclusion.

Years must elapse before it can be determined that such raw material can be produced in America, and beyond that further experiments will be necessary to determine that such American raw material will produce in the commercial nurseries satisfactory blocks of trees and plants. No decision was announced by the Federal Horticultural Board, and your committee is unable to advise you further.

After the hearing your committee had an opportunity of discussing with Dr. Galloway of the Department of Agriculture and Dr. Orton of the Bureau of Plant Industry the suggestion made by us that the Department should undertake to solve our problems. We are glad to say that both gentlemen expressed themselves in favor of such action, and felt that it was entirely proper work for the Department to undertake. Dr. Orton told us that the matter was already under consideration by Dr. Taylor, head of the Bureau of Plant Industry, and that the Department had certain land which he thought was well located and available for such experiments.

Dr. Orton suggested that our Association confer with Dr. Taylor as soon as possible and present to him a statement of our difficulties and the problems that we want to have them work out.

Your committee would therefore suggest the appointment of a special committee to take up this subject with the Bureau of Plant Industry, and that such committee should be composed of men who are thoroughly conversant with the difficulties and problems now confronting not only the men who grow fruit trees, but those whose business will be seriously hampered by the exclusion of plants and ornamentals. It should be a committee conversant with all the problems connected with the production of our raw materials, and be prepared to go before the Bureau of Plant Industry with a definite list of experiments which we would like to have undertaken by that Department.

Your legislative committee for the coming year should necessarily keep in touch with the Federal Horticultural Board, particularly as to the matters under discussion at the May hearing, and should also keep watch of

(Continued on page 23)

For Broader Nursery Trade Development Generally

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In his address before the American Association at the Chicago convention, President Mayhew said:

"At Detroit in 1915 I had the honor of presenting to you a plan for the re-organization of the American Association, and your committee of twelve brought before you their report based upon these recommendations which you were kind enough to adopt, and which have since been your organic law. The constitution as finally adopted represents the best thought of this entire committee, and, to my mind, it is so nearly perfect that, with one exception which I shall later name, it fully meets your requirements today. There is, therefore, no thought of re-organization, the re-organization occurred three years ago. In fact, under the broad provisions of your constitution, there is nothing in the solution before us which your Executive Committee has not full power to do, and it is only with an idea of directing the committee where they might hesitate that the resolution is offered.

"Again referring to the original plan offered at Detroit, in my address before you on this occasion, I stressed the necessity of a central general office, you will remember, and an all-year-round secretary who should be a man knowing the problems of the nurserymen, and who would be on the job three hundred and sixty-five days in the year exclusively for your interests. This is the main thought in the resolution now before us. Furthermore, the original Article VII of the constitution offered was practically the same as the amendment before you at this hour, but, in the wisdom of your committee, was offered as your constitution now reads. I am saying all this only to prove that while this matter has been before the Association for twelve months, it has in reality been in the minds of some of us for more than three years. It would perhaps have been unwise to have gone further in 1915 than we then went, but after three years, I believe with all my heart that we are now ready to make this Association a real business organization.

THE SECRETARY MANAGER—HIS OFFICE

Very naturally around this man revolves many questions which cannot be answered in a day, or in a year for that matter, and in the minds of many this is the real heart of the question. In approaching this question I have argued thus: (1) there is a vital need for a man for his entire time, one who will give his all in service to the nursery interests; (2) that he should be about the biggest man in all the land, lovable, unselfish, a man of splendid mind and heart, and organizer. That he should know our problems, if not in the beginning, that he should assiduously make this his only study; (3) that such a man would be of inestimable value and that he would command a salary commensurate with the service he is supposed to render; (4) that there is always a 'man of the hour' and that for every need there is a man.

"So reasoning, this has not appeared, to my mind, such a problem as it has to some of you. The man who makes good in this large place we are today considering will

be that man who is willing to dedicate himself in honest, unselfish service to the cause of upbuilding the nursery interests of America. Can a man with these splendid attributes be found? Certainly. There are no truer men on earth than the men who make up the membership of this Association, and, if needs be, we will select one of you to put this thing over, and if you make good, and you will, we will build, in commemoration of your services, a monument that will reach to the skies.

"This resolution, you will remember, was last year referred to a special committee, and the following is their report as it appears on page 159 of the report of the Philadelphia proceedings: **That when the Executive Committee deem that they have found the capable man described in the resolution, and when in their judgment, the necessary funds are available, the adoption of the J. R. Mayhew resolution is recommended.** In speaking to this report at Philadelphia, I stated that it was not to be hoped that the man would be found until the Association had gone on record empowering the committee to find the man. The same thing is true today, and will be true tomorrow, in this regard. We can, if we will, my friends, both find the man and provide the necessary fund for the ongoing of the work before we leave Chicago, and I am confident we will.

WHAT THIS ORGANIZATION WOULD ATTEMPT

"Some time during the Kansas City meeting a question something like this was propounded to me: 'How would you keep this Secretary-Manager busy, and what would this organization be expected to do?' Now, I would not presume to say what should be the scope of your Secretary-Manager's duties, because this is a matter which would most wisely be left in the hands of your Executive Committee, but there are a few things which I think it would not be out of place to suggest as a possible outline of at least a part of the duties of this office and its Secretary-Manager.

"(1) He should endeavor to bring into the Association every worthy nurseryman in America. With a membership of five hundred we have accomplished much good, but with a thousand members, and this is not impossible, we could do a greater work. Under this resolution I believe the membership will grow rapidly. To accomplish this your secretary must, at considerable expense, get close to the heart of the people he serves, but that has already been agreed upon because he must be an organizer. In this matter of membership there is necessarily a divergent opinion among us. Some hold to the opinion that membership should be 'restricted,' 'exclusive,' 'selective,' that the sessions should be 'secret'; that 'confidential' is the key that will unlock the store-house of knowledge and solve the problems which confront us. Others of us believe that the fullest publicity compatible with business rules will best serve our interest and that seldom, if ever, is the closed door necessary, that there is little or nothing which conspires among the nurserymen which the public cannot be invited to share, that the American Association of Nurserymen should

take over every clean business in the United States, whether the business represents one thousand dollars in sales per annum or one million dollars in sales per annum; that there should be but one question asked: 'Are you doing a clean business, and will you live up to the constitution of the Association?' We do not care how 'little' you are if what there is of you is clean, and we do not care how 'big' you are, or how 'old' you are, or how 'respectable' you are; if you are unclean in your methods, if you are unfair in your dealings, if you do not intend to live squarely up to the provisions of this constitution, you cannot 'play in our back yard.' There are organizations doing a large volume of business annually whose business ethics smell to high heaven, and, whoever they are, they should be driven into the world with the mark of Cain stamped in their foreheads. Whatever else we do, my friends, let us make membership in the American Association of Nurserymen a synonym of honesty, justice and truth. The wording on our letter-heads, 'Members of American Association of Nurserymen,' should carry with it a guarantee of 100% honest, 100% efficient.

(2) Quoting from the resolution: 'That the Executive Committee cause to be gathered through the organization provided herein, statistics of every character needed by the membership in the conduct of their business,' this opens up a field of endeavor so important, so broad, and at the same time so neglected, that one's endeavor is limited only by the possibility of procuring funds sufficient to prosecute the work. I do not think it is necessary to elaborate this field of work because I am sure that research in one line will open up richer and larger fields. What I have particularly in mind is, (a) we should know decidedly more about the costs of our products than we do. Right here, may I say that success or failure of the splendid effort that is being put forth by the Market Development committee will be largely determined by two things: (1) the perfecting of a cost accounting system, and (2) the working out of proper standards which must obtain in the conduct of the nursery business. Therefore, I believe with all my heart that the hope of the Market Development plan is wrapped up in this question. Both of these problems will be committed to the organization proposed and both, I believe, can be solved. It is, to my mind, necessary that we endeavor to determine what our costs are, both in production and operation. (b) It will be entirely in order for this organization to gather, compile, and disseminate information. (1) on our annual needs based on averages during normal years, and (2) to gather, compile, and disseminate statistics showing surplus stock in hands of member growers, which will tend to establish a 'system of co-operative buying and selling among members of this Association.' If such a thing can be done, and I do not doubt it, not only will it prove a great convenience to the buyer as well as the seller, but it will save a tremendous amount of stock from the brush pile every year. As has been stated on a number of occasions before when this

question was under discussion, hundreds of thousands of dollars worth of stock go into the brush pile each year because of the lack of co-operative plans for distribution. I believe this feature of the organization's efforts alone would make it at least worth a trial. (c) Statistics of a more general nature relating to any of the many features of the business could, with propriety and profit, be assembled by and through this organization, making it in very truth an encyclopedia of information for the nurserymen, but as there are other phases of the work which the organization might, with profit to you, contemplate, I will leave it to your imagination to suggest other valuable data under the head of 'gathering statistics.' One has only to think just a little of the question to realize how necessary and how wide is this particular field.

"(3) **Standardization.** While the resolution provides for a special committee on standardization, it would, after all, devolve upon the Secretary-Manager to devise ways and means to bring about this long neglected work of attempting to standardize the nursery business of America. I have heard men of good minds and business acumen say that while this thing was greatly to be desired, it was impossible to accomplish. With all due respect to my friends, I do not believe it. Furthermore, if we do not standardize the nursery business, if we cannot some way work out plans that will bring about a more stable condition, I see little hope for the nursery business. Early in the season, I think it was February, I received a letter from one of my Texas friends asking me to endeavor to get together the nurserymen of Texas and Oklahoma for a conference on this very question. The request being in accord with my ambition nationally, I selected some fifteen nursery firms, doing perhaps 90% of the business of the Southwest, and invited them to attend this conference. Every man invited, except one who was out of the state, attended and, as a result, there is today among the nurserymen of the Southwest the nearest approach to correct standards that has ever been true before in the twenty-five years I have known them. Furthermore, as a result of that conference, this will prove the most profitable year we have experienced in many. In all probability our volume of business has been greater in past years, but our volume in the past has been on the wrong basis. I do not want to leave the impression that this conference was called to fix prices or to do any thing contrary to well established rules of ethics and jurisprudence, not that; we simply met and talked over problems of advanced costs, of supplies, of stock, etc., and the necessity of closest co-operation, and

every man left that conference and returned to his office to dictate a new price list for his salesmen. This thing worked in the Southwest and it will work in the United States. It does not take a man of real good sense to realize that today he must get more for his goods than he did in 1914-15, or in 1917 for that matter, but there is a great big question in the minds of many men, and that question is, 'I am forced in contemplating my own plans to consider what my competitor is going to do.' There is also a question in all our minds as to what is just and right in the premises, hence, if it were possible to work out an equitable basis which would govern for the year, or for any number of years, it would save many firms from serious loss or bankruptcy. Serious as is the question of low prices, however, and the lack of standards here, more serious, if possible, is the question of our utter lack of standards from an ethical point of view. If we could throw on the canvass before this Association at this hour the loss and unnecessary trouble that results from a lack of standards among us ethically, and each of us know that the things that are hinted at here are true, I think we would conclude that if we were able to do nothing more than to work out proper standards which would govern our dealings one with another, it would be worth the cost that we would put into this organization. The resolution before us provides that a committee composed of representative men engaged in every line of nursery endeavor be appointed to work out a basis of standards which will govern the nurserymen in their dealings one with the other. This provision of the resolution is so broad that wherever the question of standards enters the matter the minds of the committee will be directed.

"(4) **Purchasing Supplies.** I am confident that such an organization as is proposed could, with great profit to the membership and without liability to the Association, assume the relation of purchasing agent in the matter of supplies for the membership. The question appeals to me as a safe business proposition and I doubt not, if put into effect, that it will become one of the most popular departments of our organization. If we could go to different mills over the country with a requisition for so many million feet of box lumber, it would be easier to handle and be possible of handling on a better basis than where each of us attempt to handle on an individual basis. Right now it seems to me to be not only a question of prices of box lumber, shingle-tow, etc., but a possibility of finding these things at any price. We need annually a given supply of these items and our needs are out of the ordinary. The regular mill-run on

lumber will not meet our requirements and each order must be cut specially. This thing is always more or less of a problem, but this season, because of government contracts, the question of box lumber and supplies in general is one of the most serious problems that confront us.

"(5) **Transportation and auditing department.** We are all hoping that the season of 1918-19 will show a big improvement over last season in matters of transportation, but we have little or nothing to base our hopes upon. As long as we are at war the question of transportation will be a serious problem, and after peace is declared it will still be a problem. I am confident that this organization should attempt to assist the membership in all matters of transportation, especially as it pertains to the matter of rates and movement of freights, and that under the direction of a capable transportation man it would prove one of the biggest things we ever attempted. This department should become general auditor of freight and express bills for the members of the Association, and I am more than confident it will pay its way from the beginning and save the nurserymen many thousands of dollars annually. In connection with every other phase of our business, this particular question of transportation will need to be watched just a little closer during the coming season, and as long as present conditions last, than ever before in the history of our business.

"**General.** As before stated, I will not presume to define the multitudinous duties of the office created by this resolution, but when, in addition to the work I have briefly outlined, we contemplate the field of legislation, the credit and collection bureau, together with the work of our numerous committees which would be more or less coordinated to the general office, surely I have justified the establishment of such an office and just as surely would the man who fills the place be kept busy. What I have had in mind all along is that this organization would become a clearing house for the membership of this Association, that it would attempt to serve intelligently the nursery interests of America in any capacity whatsoever and in ways prescribed by your Executive Committee. It would be idle to think that in a day or in a year we could so nearly perfect our plans that further thought would not of necessity have to be given them, but we can at least inaugurate this splendid work along such lines that, as is true of everything else in life, our plans can be reworked here and there as occasion may demand."

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W. T. HOOD & CO.

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A complete line of Nursery Stock. Special prices on Peach trees, Apple trees etc. We also offer a nice line of Norway Maples, Pin Oaks, Oriental Planes etc. California and Amoor River Privet, 1 and 2 yr. Norway Spruce, Peach Seed, Tenn. and N. C. Naturals. Also Peach Seedlings size of lead pencil.

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In this connection would say that it has occurred to us that the public at large might be glad to share with the nurserymen in this most commendable effort to make the surroundings of our soldiers as home-like as possible, and while we do not feel able to give all of our stock outright we feel sure that most of the nurserymen would be glad to make a very low price on such stock as might be needed, and if those people who are interested in this matter would contribute sufficient funds to your organization to purchase plants and shrubs from the nurserymen at wholesale prices these trees and plants could be delivered in much better condition than where they had to be shipped a long distance at this time of the year, while the cost in many instances would not be much greater than what it would cost to pay express charges and the transportation would be saved, thus complying with the government's request in regard to the shipment of non-essentials.

We are enclosing copy of letter recently received from Dr. E. A. Montague, Mess Officer, Base Hospital, Camp Lewis, asking for donations of shrubbery and plants for beautifying the grounds around the hospital buildings, but which were unable to comply with for the reason that as already stated we had contributed all that in our present financial condition we were able to do.

If this suggestion meets with the approval of your committee we would suggest that you send such cash donations to Dr. Montague, and if this is done by wire it will be in time to furnish many plants for the hospital grounds so that they can be in attractive shape for the patients and visitors this summer.

MITCHELL NURSERY COMPANY,
Tacoma, Wash. M. G. Mitchell, Sec.
June 8, 1918.

Planting Many Mulberry Trees—An extensive experiment in silkworm culture has been undertaken in Galveston county on land at Alta Loma, secured from Fred C. Pabst by the promoters of the plan. Something like forty acres compose the tract of land which will be devoted to the culture of mulberry trees, the leaves of which will be supplied for the use of the silk-worms. Decision of the promoters of the enterprise to establish the industry at Alta Loma was made after extensive investigation in this country and in Southern Italy. It was finally decided that the land and the climate were admirably adapted to the growth of the mulberry trees and arrangements for the land and trees were then completed. Planting of the mulberry trees is now under way on this tract and is being pushed as rapidly as possible. The trees were imported from Italy and arrived here in good condition. They are being planted fifteen feet apart each way.

Foreign Notes

French Nursery Stock

Following is a letter from Norbert Levavasseur of Ussy, France, dated June 12, 1918 addressed to August Rolker & Sons, New York City.

"I am once more at Vichy for my health, which is now pretty fair. But I was over-worked and needed a rest; another week here will put me all right again.

"At present we feel seriously the effects of the war. While we have sustained very heavy losses in the nursery business, that could not be recovered with the low prices at which we sold the items demanded for exportations, all other business went up tremendously, and wages went up the same way from \$3 to \$5 a day for an ordinary man. For instance, my main office assistant left me last March, saying he could earn wages that he knew we could not pay him. Several others did the same. Well, now we have to pay these high wages to get help and still we cannot secure enough. You may see what an amount of work lays on my shoulders. Of course the nursery production is a very limited one, there having been grown only such items as are likely to be exported to the United States and England, and some forest plants to be planted in France. This means about 20 per cent of the old output. Of course, we had to increase the prices in accordance with cost of production. This was done by all our commercial committees of Ussy, Orleans and Angers when meeting at Angers some ten days ago.

"We believe it is quite important that orders be taken early, so we know what is sold, and to make arrangements ahead in

in view of obtaining licenses in time, also to enable us to lift very early in season, as soon as plants are matured; for we shall endeavor to be ready for fall shipments the latest by December 15th. With early orders in hand we shall try to get enough lumber to pack and ship in cases instead of in hampers, which we had to use last season because we could not do any better."

British Comment On Prices

W. P. Seabrook, the well-known British nurseryman, commends the Horticultural Adviser, Lowdham, England, for directing attention to the necessity for radical changes in prices of nursery stock. He says:

"I have been wondering whether we have a Council, or even a Trades Association.

"The price question is always handled several months too late, and those firms who have been postponing replies to prospective customers pending some lead as to what prices are to be, are losing business.

"My firm has always fixed its own prices in April, which this year are 50 per cent increased in regard to retail fruit trees; 25 per cent, 33 1-3 per cent, and in a few cases, 50 per cent on wholesale prices. Had we waited till the Council recommended them we should not have had the orders on hand we have.

"The reason for so fixing the increases are somewhat as follows:—

Wages, and the certainty of still further increased wages.

Dearer materials and still greater increases daily.

Shortage of stocks and the certainty that this will become greater—therefore all stock is growing into money.

Readiness with which the increased prices are not only paid, but prepaid.

"It is not only necessary to reckon up the increased costs now, but what they will be a month, two months, six months later on. The point ably made in the editor's letter that not only have the weekly wages doubled, but the work in return for those wages has lessened in quality and quantity, should be emphasized.

"What other nurserymen charge for their trees has far less bearing on the question this season, as all are equally carrying a shorter stock than for many years, and I think that the cheap-jack can be ignored with much more equanimity than before.

"There can be no question of profiteering as our trade was the very last to commence any increase, and if the present price is double that of 1914, the nurseryman is not getting his pre-war profit.

"It should be noted that this letter refers only to fruit trees. I leave the question of ornamental stuff to those firms having a larger stock."

Status of Imported Stock

(Continued from page 19)

Federal and State Legislation. Your committee has had very little work to do on matters of State Legislation during the past year, and will leave that subject for the report of your counsel, Mr. Smith.

In the fall of 1917 I found that my duties as Chairman of the District Exemption Board and my business made it necessary for me to tender my resignation as Chairman of your Legislative Committee, but I then said that I would take care of the work of the committee so far as the conference with Prof. Sanders committee was concerned. In April I was asked by Vice President Mayhew to take charge of the hearing at Washington May 28th,

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Dear Sir:—Referring to the item "Nursery Stocks for Camps" in the June issue of the *American Nurseryman*, would say that our local nurseries have been as generous as their finances would admit in contributing to the beautifying of Camp Lewis which adjoins Tacoma on the south. Several of our Tacoma nurseries—the Northwestern Floral Company (a branch of J. B. Pilkington of Portland), the Meithcke Nursery and our own nursery have sent truckloads of shrubs and plants for the beautifying of various Infantry Brigade buildings at Camp Lewis, as has also Puyallup Nursery owned by Mr. A. Lingham of Puyallup. However, as all our local nurseries are rather small, consisting of from 5 to 10 acres each, while Camp Lewis has over 70,000 acres of grounds you can readily see that we could donate all the products of our nurseries and then such donations would go only a small way towards making the camp attractive as it should be.

In this connection would say that it has occurred to us that the public at large might be glad to share with the nurserymen in this most commendable effort to make the surroundings of our soldiers as home-like as possible, and while we do not feel able to give all of our stock outright we feel sure that most of the nurserymen would be glad to make a very low price on such stock as might be needed, and if those people who are interested in this matter would contribute sufficient funds to your organization to purchase plants and shrubs from the nurserymen at wholesale prices these trees and plants could be delivered in much better condition than where they had to be shipped a long distance at this time of the year, while the cost in many instances would not be much greater than what it would cost to pay express charges and the transportation would be saved, thus complying with the government's request in regard to the shipment of non-essentials.

We are enclosing copy of letter recently received from Dr. E. A. Montague, Mess Officer, Base Hospital, Camp Lewis, asking for donations of shrubbery and plants for beautifying the grounds around the hospital buildings, but which were unable to comply with for the reason that as already stated we had contributed all that in our present financial condition we were able to do.

If this suggestion meets with the approval of your committee we would suggest that you send such cash donations to Dr. Montague, and if this is done by wire it will be in time to furnish many plants for the hospital grounds so that they can be in attractive shape for the patients and visitors this summer.

MITCHELL NURSERY COMPANY,
Tacoma, Wash. M. G. Mitchell, Sec.
June 8, 1918.

Planting Many Mulberry Trees—An extensive experiment in silkworm culture has been undertaken in Galveston county on land at Alta Loma, secured from Fred C. Pabst by the promoters of the plan. Something like forty acres compose the tract of land which will be devoted to the culture of mulberry trees, the leaves of which will be supplied for the use of the silk-worms. Decision of the promoters of the enterprise to establish the industry at Alta Loma was made after extensive investigation in this country and in Southern Italy. It was finally decided that the land and the climate were admirably adapted to the growth of the mulberry trees and arrangements for the land and trees were then completed. Planting of the mulberry trees is now under way on this tract and is being pushed as rapidly as possible. The trees were imported from Italy and arrived here in good condition. They are being planted fifteen feet apart each way.

Foreign Notes

rench Nursery Stock

Following is a letter from Norbert Levassieur of Ussy, France, dated June 12, 1918 addressed to August Rolker & Sons, New York City.

"I am once more at Vichy for my health, which is now pretty fair. But I was over-worked and needed a rest; another week here will put me all right again.

"At present we feel seriously the effects of the war. While we have sustained very heavy losses in the nursery business, that could not be recovered with the low prices at which we sold the items demanded for exportations, all other business went up tremendously, and wages went up the same way from \$3 to \$5 a day for an ordinary man. For instance, my main office assistant left me last March, saying he could earn wages that he knew we could not pay him. Several others did the same. Well, now we have to pay these high wages to get help and still we cannot secure enough. You may see what an amount of work lays on my shoulders. Of course the nursery production is a very limited one, there having been grown only such items as are likely to be exported to the United States and England, and some forest plants to be planted in France. This means about 20 per cent of the old output. Of course, we had to increase the prices in accordance with cost of production. This was done by all our commercial committees of Ussy, Orleans and Angers when meeting at Angers some ten days ago.

"We believe it is quite important that orders be taken early, so we know what is sold, and to make arrangements ahead in

in view of obtaining licenses in time, also to enable us to lift very early in season, as soon as plants are matured; for we shall endeavor to be ready for fall shipments the latest by December 15th. With early orders in hand we shall try to get enough lumber to pack and ship in cases instead of in hampers, which we had to use last season because we could not do any better."

British Comment On Prices

W. P. Seabrook, the well-known British nurseryman, comments the Horticultural Adviser, Lowdham, England, for directing attention to the necessity for radical changes in prices of nursery stock. He says:

"I have been wondering whether we have a Council, or even a Trades Association.

"The price question is always handled several months too late, and those firms who have been postponing replies to prospective customers pending some lead as to what prices are to be, are losing business.

"My firm has always fixed its own prices in April, which this year are 50 per cent increased in regard to retail fruit trees; 25 per cent, 33 1-3 per cent, and in a few cases, 50 per cent on wholesale prices. Had we waited till the Council recommended them we should not have had the orders on hand we have.

"The reason for so fixing the increases are somewhat as follows:—

Wages, and the certainty of still further increased wages.

Dearer materials and still greater increases daily.

Shortage of stocks and the certainty that this will become greater—therefore all stock is growing into money.

Readiness with which the increased prices are not only paid, but prepaid.

"It is not only necessary to reckon up the increased costs now, but what they will be a month, two months, six months later on. The point ably made in the editor's letter that not only have the weekly wages doubled, but the work in return for those wages has lessened in quality and quantity, should be emphasized.

"What other nurserymen charge for their trees has far less bearing on the question this season, as all are equally carrying a shorter stock than for many years, and I think that the cheap-jack can be ignored with much more equanimity than before.

"There can be no question of profiteering as our trade was the very last to commence any increase, and if the present price is double that of 1914, the nurseryman is not getting his pre-war profit.

"It should be noted that this letter refers only to fruit trees. I leave the question of ornamental stuff to those firms having a larger stock."

Status of Imported Stock

(Continued from page 19)

Federal and State Legislation. Your committee has had very little work to do on matters of State Legislation during the past year, and will leave that subject for the report of your counsel, Mr. Smith.

In the fall of 1917 I found that my duties as Chairman of the District Exemption Board and my business made it necessary for me to tender my resignation as Chairman of your Legislative Committee, but I then said that I would take care of the work of the committee so far as the conference with Prof. Sanders committee was concerned. In April I was asked by Vice President Mayhew to take charge of the hearing at Washington May 28th,

PRICED TO SELL

California Privet—all sizes—BEST stock in the South.

Silver Maple—Large and small sizes in car lots.

Spires Van Houtte—5-6 feet, twice transplanted.

Hydrangea P. G.—2-3 feet, 5 or more branches.

Red Bud-Cercis canadensis—straight and smooth.

Lombardy Poplar—low branched.

White Flowering Dogwood—4 feet

and other seasonable stock—Write us

H. F. HILLENMEYER & SONS

LEXINGTON, KY.

"In the Heart of Kentucky's famous Blue Grass Region"

We are subscribers to the Nurserymen's Market Development Fund

Lining Out Stock

OUR SPECIALTY

Shrubs and Privet in car load lots

2500 Bungeii Catalpa for fall 1918

ONARGA NURSERY COMPANY

CULTRA BROS., Mgrs.

ONARGA,

ILLINOIS

THE SEMI-MONTHLY AMERICAN NURSERYMAN

24 ISSUES PER YEAR

Advertisements may be run:

In the first of the month issue each month; or
In the fifteenth of month issue each month; or
In both first and fifteenth issues of each month.

Advertising rates the same for each issue:

One inch, 1x2½	\$ 1.40	Quarter page, 6x3½	\$10.00
One column, 12x2½	14.00	Half page, 6x7½	20.00
Eighth page, 3x3½	6.00	Full page, 12x7½	40.00

Term Discount: 12 mo., 10%

Above rates and discount are for advertising placed directly with the publisher.

The flat rate of \$1.40 per column inch is charged for any space contracted through an agency.

Forms close:

On the 27th for the first of the month issue.

On the 12th for the fifteenth of month issue.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

Preferred positions in Cover and other space are available at 25 per cent. over card rates.

AMERICAN NURSERYMAN



THE NATIONAL JOURNAL OF
COMMERCIAL HORTICULTURE

Featuring the Nursery Trade and Planting News of American and foreign activities as they effect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely Independent.

Published Semi-Monthly By

AMERICAN FRUITS PUBLISHING CO., INC
30 State Street, Rochester N. Y.

Phones: - Main 1002; Main 2002
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES

One year, in advance	\$1.50
To Foreign Countries, and Canada	2.00
Single Copies	.15

Advertisements should reach this office by the 15th or 27th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JULY 15, 1918

Co-operation, not Competition

A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nurseries of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

SOME WAR-TIME FACTS

"ALLOW me to express the appreciation of the Food Administration for the patriotic action of the nurserymen in using their influence to increase the amount of fruit produced during 1918. We consider the matter of sufficient importance to include it in our publicity matter going out to farm papers."—U. S. Food Administration, Public Information Division, per D. S. Burch.

Apples are a standard food product. Many persons think of apples as a tonic or relish used for dessert or as an appetizer. Apples rank in food value close to potatoes and higher than many vegetables. The best grade of ripe apples runs from 15 to 18% in food value, mainly sugar; thus in 12 cars of apples there would be something like two cars of sugar and other food constituents. If 1,500,000 bu. of apples going to waste annually in Iowa for instance, could be saved for food purposes, there would be conserved in this process some 12,000,000 lbs. of sugar and food constituents.

RADICAL PROPOSITIONS

Turn now to the business announcement of the Princeton Nurseries in the July 1st issue, page 2, of the American Nurseryman and re-read the essay on Nursery Trade Ethics therein.

This is so entirely in line with the preachments in the semi-monthly Little Journeys To Comparatively Unknown Fields which have been appearing in the editorial columns of this journal, that we are constrained to comment thereon and thereof.

Too radical or too strong for the constitution of some of our readers have seemed some of the propositions we have set forth. But the trade is getting more and more able to stand the stronger food, and is gradually passing out of the period of thought "that we can't apply to the Nursery Business the standards of other lines because the Nursery Business is 'different,'"—to quote from the Princeton Nurseries advertisement. This fact was well illustrated at the Chicago convention. A proposition to derive a revenue of \$12,000 to \$15,000 a year from dues of members of the American Association would have been regarded as preposterous a few years ago. At Chicago last month the proposition was indorsed and adopted with but two dissenting votes in a convention of more than three hundred members!

Step by step the Nursery Trade has had to be educated to appreciation of what independence in a Nursery Trade Journal means. With difficulty has the ultra-conservatism which clings to old methods been counteracted in some quarters. But greatly to the credit of the trade in general, much progress has been made in recent years. To the Executive Committee of the national organization is due the highest praise for its ability to see, and willingness to act upon, measures which have made it possible for marked development to be achieved. This fact cannot be too often held up for grateful consideration by the entire membership. The committee has had to deal with many propositions entailing radical changes. It might easily have greatly hampered progress, but on the contrary it has made possible real advancement.

This journal is for wise and continuous growth and an open discussion along the way.

LET THE GOVERNMENT AID

Thomas B. Meehan indorses the suggestion made in the American Nurseryman, May 15th issue, that government experts be sent to France, Holland and England to inspect nursery stock grown for use in the United States. F. R. Pierson and William Pitkin also favor this plan, as we have pointed out.

P. Ouwerkerk, Weehawken, N. J., says in the Florists' Exchange:

The sending over of competent entomologists is not necessary, as we have fully competent entomologists in Holland in the service of the Agricultural Department in Wageningen. Every nursery is under control of this department. In Boskoop, one of the nursery centers of Holland, there are three entomologists employed by the government, who live among the nur-

SUBSCRIPTION RATE TO ADVANCE

Owing to war conditions in various phases it has become necessary to advance the subscription rates for the AMERICAN NURSERYMAN to cover in some degree the increased cost of production.

Commencing with the issue of September 1st, subscription rates will be as follows:

	In the	Canada
	U. S.	and Abroad
One year, in advance....	\$2.00	\$2.50
Three years, in advance..	4.50	6.00

PRESENT RATE MAINTAINED DURING JULY, AUGUST

One year, in advance....	\$1.50	\$2.00
Three years, in advance...	3.00	4.50

In its semi-monthly form the AMERICAN NURSERYMAN is presenting Nursery Trade news in both quantity and quality which any comparison will prove is unequalled. The publishers bespeak continued co-operation on the part of the trade in maintaining a publication of this character in the interest of the steady development of the Nursery Industry to the full fruition of its most sanguine exponents.

serymen, and whose duties are to inspect the nurseries during the growing season, inspect all plants before shipment, and enlighten nurserymen in any way possible. In view of this, I do not believe the Department of Agriculture at Wageningen would be dictated to, but I know that recommendations and propositions from Washington are always given consideration and acted upon.

The very fact that a hearing was called by the Federal Horticultural Board in Washington on proposed action to restrict imports in the face of the condition in Holland referred to by Mr. Ouwerkerk shows that the Holland inspection he speaks of is of little or no avail. Some one in Holland must be dictated to if Holland is to continue to send nursery stock to the United States, and the Department of Agriculture at Wageningen cannot wake up to this fact too soon. Mr. Ouwerkerk and other importers on this side should lose no time in advising the department at Wageningen to this effect. Of what avail is it for the Wageningen authorities to go on inspecting stock as they have been doing if there is likelihood that they literally cannot "put anything over?"

NURSERYMEN'S CIVIC ROLL

Looks as though we would have to establish a civic official as well as a military honor roll. We have recorded the election of E. W. Chatten to the mayoralty of Winchester, Tenn., the re-election of Senator Orlando Harrison, Berlin, Md., and talk of his availability for the governorship of Maryland. Now we are pleased to note the demand upon the part of his fellow citizens that Henry B. Chase, president of the Huntsville, Ala., city council, become a candidate for mayor of Huntsville.

The following announcement appeared in a special despatch to the Chattanooga Times, July 7th:

Henry B. Chase, president of the Huntsville city council, has given his pledge to a delegation of business and professional men to run for mayor in the next election, provided that he is given a board of aldermen that will agree among themselves to work for the interests of the city. Mr. Chase had no idea of running until a large delegation representing all classes cornered him and refused to let him go until he had promised them. This was an unusual demonstration of personal popularity. It is not likely that there will be any opposition to Mr. Chase as mayor or to the aldermen who will be selected to run for alderman on his ticket.

Say you saw it in AMERICAN NURSERYMAN

IMPORTATIONS

Attention is especially directed to the report in another column of the legislative committee of the American Association of Nurserymen, dealing with the important subject of importations of nursery stock. We have kept our readers informed in advance on this matter. Chairman Pitkin's report bears out in every respect our forecast of probable action by the Federal Horticultural Board.

It is significant that as the report states, the board did not support the Weeks bill for the absolute exclusion of foreign nursery stock, that the Senate committee did not report the bill and that the measure "will probably not be heard from again."

We believe it is of great importance that officials of the U. S. Department of Agriculture have expressed approval of the suggestion by Chairman Pitkin and his committee that the Department should undertake to solve the nurserymen's problem. Dr. Oton of the Bureau of Plant Industry told the committee that the matter is already under consideration and that tests would soon be under way. It has been suggested to nurserymen that specific information as to needs be filed with Dr. Taylor, chief of the Bureau of Plant Industry. Chairman Pitkin's report advises appointment of a special committee to take up this matter. As the report of the legislative committee was referred at the Chicago convention to the executive committee, we presume the latter committee will make the provision suggested.

All this is a most satisfactory outcome of the agitation for absolute exclusion of foreign nursery stock. The result bears out signally the contention by the *American Nurseryman* that representation of nursery trade interests before Federal authorities can in very many cases best be made by nurserymen members of the national organization.

A PROGRAM FOR ALL OF US

"Ten qualifications for a 100 per cent efficient nursery salesman: Sobriety, health, honesty, confidence, management, neatness, system, optimism, industry and perseverance."—E. H. Smith, Harrison Nursery Co., York, Neb.

"I agree with Mr. Smith entirely on this proposition and I believe that one reason why the 100 per cent efficient salesman is not common is because as employing nurserymen we ourselves are not 100 per cent efficient."—Mr. Needham, Des Moines Nursery Co., Des Moines, Ia.

Here is a thought we may all take to heart and profit by. Many of us have these aims exactly. Let us take an occasional inventory to be sure we are well stocked on all the points.

TIRED FACES LIGHT UP

THOSE who travel these days or who visit the railroad stations in their home towns are familiar with the sight of Red Cross women ministering to the comfort of soldiers en route. In the case of troop trains passing through, this service is on no small scale.

A short time ago the "captain" of one of the companies of Red Cross workers in a New York State city announced to her associates that for the next arrival of a troop train the list of little gifts to the soldiers was to include cut flowers, by order of a Red Cross departmental official.

"Flowers!" exclaimed the women workers. "Why, what do traveling soldier boys want of them?"

"Never mind; that's an official order," was the reply.

And flowers in profusion were provided from some source, mostly roses. When that troop train pulled into the station and the soldiers caught the view of long-stemmed red roses blending with Red Cross insignia against a background of white dresses instantly shouts of "Give me a flower," "Can I have one of those?" "Please give me a white one, too." One soldier leaned far out of a car window and asked for a whole bunch of roses, which he promised to distribute down the aisle.

We have seen repeatedly the quiet greeting of Red Cross workers by soldiers en route and heard their subdued expressions of appreciation; but the outburst caused by those flowers among a lot of young fellows in khaki touched the heart as nothing of the kind before had done. The women were completely taken back by the demand.

And none of those who witnessed the scene and saw the pleasure depicted on soldier faces as that train resumed its course will ever allow to stand unrefuted a statement that flowers are not a war necessity.

ventory to be sure we are well stocked on all the points.

If the slogan "An America Beautiful and Fruitful" is a good one on general principles, regardless of what may later be adopted in connection with the Market Development Plan, why not use it on all occasions? Start its use and thus incite in everyone who reads it a thought which may result in action.

Market Development

Editor *American Nurseryman*:

I am interested in the advertisement on page 172 of the June 15th *American Nurseryman*. But, really, I don't see hardly how you are going to get results as long as the war lasts. Now, I am in the plant business and the trade was fair this spring. Incidentally I grow considerable fruit; that goes along with growing strawberry plants, raspberry plants, etc.

Labor has increased to double in price in the last year and other items a nurserymen needs have increased from two to three times in price. We increased our prices on plants fifty per cent and many of our customers wrote to us saying they could buy plants cheaper elsewhere.

I am satisfied those fellows will soon be out of business; but, there is another phase of the question and that is "Can you induce people to plant fruit trees and fruit plants when they cannot get any ways near enough for growing them?"

To illustrate: I have seen the time many times when we had a light crop of strawberries and we could get \$3 and upward for 24 full quart crate. This season had probably the lightest crop of strawberries ever grown and yet \$3.25 per crate was the limit we could get for berries. It cost us three times as much to pick and deliver them on the market and more than twice as much to grow them and yet we were compelled to take the same old price, for the simple reason the people just would not pay any more.

You might say this was the case with only strawberries. Well, we grow cherries also, and the expense in getting them to market is even more than strawberries and people just simply will not pay the price.

For my part I am not going to exert myself growing fruit as long as the war lasts. I do not see how it is possible to induce other people to grow fruit when they know they will be doing it at a loss.

I am well aware of the fact if a man can stay "with the game" until after the war he will reap his reward. But, how many of us have the means to stay?

We sold millions of strawberry plants last spring and I don't think there was one-half dozen customers who bought strawberry plants to plant commercially; that is, I mean, to grow fruit for the market. I know hundreds of acres of strawberries that are being plowed under in Kansas and Missouri.

In my last spring's catalogue I urged prospective customers to plant strawberries for their own use, for the simple reason that the commercial growers were going out of business, because they were absolutely compelled to. Probably that is all the more reason that we nurserymen should get busy and advertise our products, because the average citizen must grow his own fruit if he has any.

I think your committee would do well to take some of these things into consideration and enlighten us as to where there might be a possible profit in trying to develop a larger market for our products.

I believe for the duration of the war that you are wasting time and money.
Holton, Kansas. F. W. DIXON.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

Say you saw it in *AMERICAN NURSERYMAN*.

THE "AMERICAN NURSERYMAN" SLOGAN



LET THE spirit of the national, district, state and local associations of nurserymen and of all unattached nurserymen (there ought not to be any) be henceforth: We are for Market Development and the extension of the Nursery Business. We are through sitting passively in the background, looking for trouble in Legislative circles and neglecting the Big Opportunities of an Undeveloped Market in a yet Practically New Nation. We are OUT FOR BUSINESS. We'll take care of the incidental matters of Legislation when we come to them. They're not so many.

Cultural Topics

Root Gall on Raspberries—Root-gall is frequently very destructive upon raspberries and blackberries. When the field is once attacked there is no satisfactory remedy for its control. If one knows of a practical grower who has a field of the desired variety that is producing well, and is free from root-gall, it would be most desirable to secure plants from him. If one has a block of raspberries on his own place that is free from root-gall, it is well to secure plants from that planting, and not run the danger of securing plants affected with gall from outside. Root-gall which attacks a large number of plants may remain in the soil for a long time, even though trees and bushes are not grown upon it. Several years ago a field was selected for a small nursery which had previously been used for the growing of general farm crops, such as corn, hay and alfalfa, for a period of more than 20 years. Some peach trees were propagated upon this area by the planting of pits, and they developed a very large amount of root-gall the first season. The disease must have been present in the soil at the time these pits were planted.—M. A. Blake in Rural New Yorker.

Fumigating Nursery Stock—Do not use too strong a dose of cyanide. One ounce of potassium cyanide to 100 cubic feet of space is enough. Do not expose over one hour, forty-five minutes is enough. Take care that the trees are not too wet when fumigated and that the roots are practically clean. If these directions are followed there should be no injury or burning and the maximum of insect destruction.

The chemicals required for the fumigation are sodium cyanide containing not less than 51 per cent cyanogen, or potassium cyanide containing not less than 38.4 per cent. cyanogen, sulphuric acid 93 per cent. pure, and water. Cyanide for fumigation purposes should be practically free from chlorin.

Fumigation should not be attempted in daylight, says a Department of Agriculture letter, or when the temperature in the house

is below 50 deg. F. or above 70 deg. F. Cyanide is one of the most poisonous substances known, and extreme care must be used in handling. The chemicals must not be within reach of those unacquainted with their nature, and must always be plainly labeled. Among other measures of care are the following: Chemicals should be handled preferably with old gloves used for no other purpose; the acid must not touch clothes or skin. The water must not be poured on the acid; but put the water in the generator first and then the acid.

The person who places the cyanide in the water and acid must leave the greenhouse immediately, and persons must never enter a fumigated house until it is thoroughly aired. To insure this, some arrangement must be provided by which the ventilators can be opened from the outside. Danger signs must be posted at all entrances, and the house tightly closed before the fumigation begins, and a greenhouse adjoining a

Oriental Peach Moth—Fruit growers in Virginia are taking steps to combat the oriental peach moth which is believed to have been brought into this country on nursery stock from Japan. The insect is reported to be found in the various parks in the city of Washington and in all the towns near the District of Columbia. It also has been reported to be near the city of Baltimore, and is supposed to be present in one nursery in New Jersey, and to be pretty well scattered over Long Island, and it occurs at other points in New York state. The insect has not been reported in Virginia except in Northern Virginia within a few miles of Washington. As this is a new pest there is little opportunity yet to judge of what its future may be. Prof. A. L. Quaintance of the Bureau of Entomology reports that it may be a very serious pest, while on the other hand it may not be of sufficient importance to require special treatment.

It is estimated that the Willamette valley, Oregon, will produce 50,000,000 pounds of prunes this year. That is food production; and nurserymen supplied the trees.

Nurserymen's Military



Employees of William H. Moon Company, Morrisville, Pa., who have joined the colors are:

E. Wright Peterson, Sgt., Q. M. C. Base Hospital, Camp Meade, Md.

H. B. Fiske, Y. M. C. A. Hut No. 2, Camp Dix, N. J.

Harold C. Black, E. O. C. N. A., Supply School, Ordnance Training Camp, Hancock, Ga.

Harry B. Carter, Co. D, 317th Infantry, A. E. F.

Leonard Coulton, Co. C., 310th Machine Gun Bat., A. E. F.

Leroy Robinson, Co. B, 368th Infantry, A. E. F.

Wendell Oliver, Headquarter's Detachment, 153 Depot Brigade, Camp Dix, N. J.

No matter what periodicals you are taking, **AMERICAN NURSERYMAN** should be regularly on your desk..A business aid. Bristling with exclusive trade news. Absolutely independent. **NOT OWNED BY NURSERYMEN.**

Seed Men Pledge Help—The American seed Trade Association, after a recent meeting in Chicago, re-elected its war-service committee to co-operate with the Department of Agriculture, and telegraphed to the Secretary of Agriculture a resolution pledging "unreservedly, our money, our lands and ourselves," and "our entire resources to win the war and to so increase our efforts in producing crops that we may stay the dread scourge of famine."

The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF
Ornamental Trees, Shrubs, Evergreens, Vines and Herbaceous Plants
A LIMITED STOCK OF
FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest Tree Seeds in limited supply. Prices quoted on application. Trade list ready.

THE DONALDSON CO.

Sparta, Kentucky

The Monroe Nursery

Established 1847

Offers a fine stock of

Peach **Gooseberries**
Currants **Berberis**
Spirea Van Houtte
Other Ornamental Shrubs. H. P. Roses, Etc.

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

We are subscribers to the Nurserymen's Market Development Fund.

NUMBER OF EDITIONS HAS BEEN DOUBLED

American Nurseryman Issued Twice a Month
TWENTY-FOUR TIMES A YEAR

Subscription Rates to Advance to \$2.00 Sept. 1st
Canada and abroad: 50 cents extra.

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all the nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you know of the existence of such a Nursery Trade Journal as the **AMERICAN NURSERYMAN** you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

Retail Nurserymen

As previously announced, the American Retail Nurserymen's Association was formed at a meeting held in the Hotel Sherman, Chicago, Thursday evening, June 27. M. R. Cashman, Owatonna, Minn., was elected president and E. M. Sherman, Charles City, Ia., secretary and treasurer. O. J. Howard, Pomona, N. C., E. D. Needham, Des Moines, Ia. and J. M. Pitkin, Newark, N. Y., were elected to the executive committee and instructed to draw up suitable articles of incorporation. The organization was formed for the general welfare of the retail nurserymen, and it is expected that the membership will be large when the object is fully explained to those eligible. The association will meet annually at the time and place of the convention of the American Association of Nurserymen.

The Retail Nurserymen's Protective Association was dissolved by unanimous consent of all the members present at a meeting held in the Hotel Sherman, Chicago, Thursday evening, June 27. The funds that remained in the treasury will be returned to the members.

Nurseryman's Patriotic Work—C. T. Smith, president of Smith Bros. Nursery Co., Concord, Ga. was appointed county chairman of the War Savings Campaign for Pike county, Georgia. The quota for this county was \$428,820, a sum much larger than the banking capital of the entire county. This amount and a nice margin over, was all subscribed before noon, June 28th, and notice was immediately sent out from state headquarters that Pike County, was the first county in the state to go "over the top." Mr. Smith and his friends feel much gratified with the success of this campaign and in winning first honor over the other 148 counties of the state.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

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Substitute For Importations

Continuing the discussion of prospects for substituting for imported plants those which may be grown in America, we quote from a communication by W. H. Wyman, Framingham Nurseries, Framingham, Mass., in a recent issue of the American Florist:

To begin with, 20 years seems to me a much longer period of time than is needed for us to grow a good stock of Azaleas, Rhododendrons, etc. For several years, we have had considerable experience in growing Azaleas and a few kinds of Rhododendrons. We have been at it long enough so that we are getting to be very familiar with methods of propagation. We have at present a large stock of all the hardy native Azaleas which have been raised here, and it is but a step further to raise the other sorts, such as the hybrids of Azalea pontica. We do not handle the hothouse Azaleas and, therefore, cannot give you any information on this subject.

We are raising Rhododendron catawbiense, R. carolinianum, R. maximum, R. marcanthum and R. mucronulatum; also Kalmia latifolia and angustifolia, Andromeda floribunda and Leucothoe Catesbaei very successfully. Last winter we started for the first time to propagate the hardy hybrid Rhododendrons by grafting on to catawbiense stock. Our results were not particularly good, but our partial failure has shown us what the faults were in our methods and in another year or so we believe we will be able to propagate very successfully the hybrids.

The subject of Bay trees does not interest us particularly. We have never handled any quantity of them owing to the lack of demand.

Box trees and Japanese Maples are rather unsatisfactory in New England. We can get along without them if necessary.

We have a new Taxus which we believe will take the place of Buxus just as soon as it becomes known. This Taxus is just as hardy as Taxus cuspidata brevifolia and can be trained in many shapes. We have quite a stock which we have propagated and which we are shearing into pyramids. In another year or two we believe these plants will be very dense, shapely plants, fully as well shaped as Buxus. We also have some of these which are sheared to globe shape, being somewhat faster growing than Buxus, it will need a little more shearing to keep it in shape, but it overcomes the great drawback of Box trees, which is their tenderness.

We believe that the prohibition of imports of such nursery stock as we used to import would not hurt us appreciably. It would, of course, depend somewhat on the date set for such prohibition. It is impossible for us to state exactly the date when we believe it would be all right to exclude nursery stock owing to the fact that we do not know when the war will end.

The only obstacle which would prevent us raising a large stock of the varieties mentioned in this letter would be poor business conditions. Give us about eight years with business conditions as they have been in the past eight years and we will be able to produce all we need of this stock. It is merely a matter of having enough spare cash to pay the initial cost of raising this stock in large quantities.

Whatever date is set I believe should not be an absolute date, but be a certain number of years after the end of the war.

I believe the suggestion which was made concerning sending entomologists to England and Holland is very good. It might not be possible for them to make sure that the plants sent to the United States were free from pests, but I believe it would show them that ninety per cent of these pests are practically harmless. Entomologists seem to have become rather hysterical over some of the insects and diseases while the possible damage that they can cause is very doubtful.

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THE PART OF BUSINESS MEN IN THE WAR

In his welcome of the American Association members to Chicago, Mr. Graw, the representative of the Chicago Association of Commerce said:

Any body of businessmen which in these times can keep its head and meet in national convention to consider what can be done to win the war through greater efficiency in business, needs no excuse for so convening. There is no kibosh on conventions of this kind. Business men know they can not put over anything essential to win the war single-handed. It is a war work of co-operation and organization to bring Germany to her knees. It is the duty of business men to have large part in making democracy safe for business, for we are going to have strange problems after the war and we need to consider some of them now. For one thing, I respectfully submit that the least we can do is to see that the boys who went over to fight shall get decent jobs when they come back. Some of them will go into legislative halls where we all want to see them; but they will need our advice on actual conditions to be met and it rests upon such organizations as this to educate both us and them to be able to act wisely. We all have a part to do. The women are at work, too. A million women in England are making the most dangerous and deadly munitions. They wear the scarlet cap of danger and the Tommies when they come back salute them as they do their superior officers.

"You business men will have to help solve big problems, among them that of govern-

ment ownership of public utilities and such things as the Sherman law. When the Federal Government got well into war matters, taking over the railroads, etc., it found it necessary to shoot full of holes the interstate commerce law and to violate every day the provisions of the Sherman law. When the stress came the government found that in peace times in dealing with big business it had been scared by a fetish.

"Gentlemen, the times are past when the bell rings over the door of the little shops as a customer enters, summoning the shopkeeper who lays aside his cards in a back room pinochle game and shuffles to the front in carpet slippers and with black pipe to inquire what is wanted. These are the days of the wireless. The Sherman law can only be disposed of by organizations such as yours, well posted. We must forge ahead and be patient. In spite of a rosy tinge just now we may be called upon soon to face a temporary setback. But do not be discouraged. You cannot always get the order you are after. You have got to grit your teeth and fight. No matter how often the pendulum swings, Germany the monster and the Macbeth of all the ages, is going to get a knock out blow and you, gentlemen, will have helped to do it.

"First let us move to win the war; but when we have done that, let us not rest, but rather let us do our utmost to keep every essential industry going, remembering that 'the ideals of American businessmen are as high as are the stars above their mirrored selves in the glassy bossoms of the northern lakes.'"

The Baby Ramblers

At the Chicago convention the following Baby Ramblers were in attendance: Tom Stark, Bert Monahan, Gordon Hall, Horton Bowden.

It was regretted that more of the members were not present, but many could not get away for the meeting. And it must be remembered that one-third of the fellows are now in the Service of Uncle Sam. These are: Paul Fortmiller, Bert Meehan, Clarence Perkins, William Flemer, Jr., Miles W. Bryant.

Two healthy looking Babies were added to the organization this year: Carl Flemer, Edward Greening.

The following officers for the year were elected: Bert Monahan, president; Horton Bowden, treasurer.

In honor of the boys who are doing their bit, a Service Flag was hung in the meeting room of the nurserymen at the Hotel Sherman; also a few Baby Rambler roses were placed in conspicuous places around the lobby of the hotel.

Apple Crop—Comparing the July apple crop forecast of 25,711,000 barrels for 1918 with the final figure of last year, 22,419,000 barrels, it is seen that this year's crop promises to be about 15% larger than last year, due largely to a good crop in Western New York. The western boxed apple crop will fall about 5,000 cars short of last year, this difference being partly explained by a very light crop in Idaho. Other western states show slight reduction. A decrease is also reported throughout the middle western states although the Michigan crop given at 60% as compared with 25% last year, will partly make up for this difference.

Three new lilacs in Highland Park, Rochester, N. Y., have been named as follows: General Pershing, semi-double, large clusters, porcelain lavender in color; General Sheridan, semi-double, white, erect clusters; General Haig, large clusters, single, pearly mauve.

Peach Crop—The July peach crop report indicates a total of 20,754,000 bushels as against 29,024,000 in the final estimate of 1917.

The shortage in the northern peach crop brought out in previous estimates is emphasized by a further reduction in the condition figures for New York and Michigan, the former new promising only 24% of a crop and the latter 9 per cent. The market shortage over last year is brought out in the totals, 20,754,000 bushels for 1918 compared with 29,042,000 bushels in 1917. Considering only shipping peaches and not those used for drying and canning the 1918 crop will be less than two-thirds that of 1917.

The exceeding high production from Georgia and high condition in the southern states is borne out by recorded shipments. Middle Atlantic states have suffered a decline since June first. The most striking fact brought out is the almost total failure of the peach crop throughout northern and middle western states.

An extract from an advance trade price list for the season 1918-1919 of French fruit stocks and ornamentals, just received from August Rolker & Sons, New York City, American representative of Levavasseur & Sons, Ussy and Orleans, France, indicates expectation that provision will be made for shipments of stocks from France in the fall, under War Trade Board import license. Stocks are in very limited supply and, as per a communication on the subject in another column it is advisable to order well in advance—between now and August 15th, in order that necessary arrangements may be made.

President Wilson has issued a proclamation establishing three new National Forests in the East, the White Mountain, in Maine and New Hampshire, the Shenandoah, in Virginia and West Virginia, and the Natural Bridge, in Virginia.

See you saw it in AMERICAN NURSERYMAN

LITERATURE

Dusting v. Spraying, L. Caesar (Canad. Hort., 41 (1918), No. 2 pp. 21, 22, fig. 1)—A comparative test of dust and liquid sprays conducted in 1916 and in 1917 in the Niagara district of Ontario indicates that the dust spray gave almost as good results as the liquid spray, both with apple scab and the codling moth. The cost of the two methods for large trees was about the same, but for small trees spraying was much cheaper. Although the author succeeded in controlling the San Jose scale on 48 large trees with a special dust sold for this purpose, it is believed that to do satisfactory work the dust must be ground much finer or must be applied just after a shower.

The Why of the "June Drop" of Fruit, A. J. Heinicke (Cornell Countryman, 15 (1918), No. 5, pp. 267, 268, 292, 294, 296, figs. 3)—A popular discussion of the factors influencing the set of fruit, with special reference to apples.

California's Grape Industry, C. J. Wetmore et al. (Cal. Bd. Vit. Comrs. Bul. 10 (1918), pp. 30)—A statistical review of the California grape industry for the season of 1917, including data on present viticultural activities and suggestions dealing with the preservation and future development of the grape industry.

An Introduction to the Study of Landscape Design, H. V. Hubbard and Theodora Kimball (New York: The Macmillan Co., 1917, pp. XX+406, pls. 72, figs. 11)—The purpose of his work is to present a general conception of landscape design from the standpoint of designers and also to serve as a general introduction to the subject for those whose interest in it is purely that of appreciation and enjoyment of landscape designs and natural landscapes.

The introductory deals with the scope of landscape architecture and its requirements of the practitioner. The succeeding chapters discuss the theory of landscape design; taste, ideals style, and character in landscape design; styles of landscape design; landscape characters; landscape effects; landscape composition; natural forms of ground, rock, and water as elements in design; planting design of structures in relation to landscape; and types of landscape designs. Appended to the work are notes on the professional practice of landscape architecture in America, notes on procedure in design, and a selected list of references on landscape architecture.

Rhododendrons and the Various Hybrids, J. G. Millais (London and New York: Longmans, Green & Co., 1917, pp. XI+268, pls. 61)—A descriptive account of all species of the genus Rhododendron, including azaleas, and the various hybrids. The work is well illustrated with colored and collotype plates, together with numerous illustrations from photographs.

The introductory chapter discusses the love of gardening and gardens, with special reference to rhododendrons. The succeeding chapters deal with the general distribution of the species, Chinese rhododendrons, hybrid rhododendrons, cultivation, rhododendrons for each month of the year, and gardens where rhododendrons are a special feature. The work concludes with an alphabetical list of all known rhododendrons and their hybrids, with descriptions of all those which are generally cultivated and notes on their cultivation, history, and geographical distribution.

Dr. J. C. Whitten, who for 22 years has been head of the department of horticulture at the University of Missouri, has recently resigned to go to the University of California. In noting this, the Joplin, Mo., News-Herald says: "His services to Missouri have been of untold and incalculable value. Doctor Whitten is one of the most able horticulturists in America. Hundreds and thousands of young men of Missouri have availed themselves of the opportunity and received training under Whitten. These men and women have gone to all sections of the state and have led the people of their communities in the production of better fruits. This has proved to be one of the great assets of this state."

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CONTENTS

"Advent of Nuts into the Nation's List of Staple Foods"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Pecan Growing in Georgia"—By J. W. Firor, Athens, Ga.

"Why California Should Quadruple the Nut Output"—By R. Brinsmead, Los Angeles, Cal.

"A Ton of Walnuts Per Acre"—By John B. Neff, Anaheim, Cal.

"An American Nut Survey"—By Dr. W. C. Deming, Georgetown, Conn.

"National Nut Growers' Association"—By A. S. Perry, Cuthbert, Ga.

"Northern Nut Growers' Association"—By Dr. W. C. Deming, Georgetown, Conn.

"We Should Make Our Shade Trees Feed Us"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Little Known Nuts of Great Value"—By Dr. Robert T. Morris, New York City.

"Nut Trees For a Wooded Mountain Side"—By Dr. W. C. Deming, Georgetown, Conn.

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Labor Problem

Secretary Wilson of the Department of Labor and Secretary Houston of the Department of Agriculture set forth:

1. That the Department of Agriculture, through its co-operative organization with such other State agricultural institutions and in co-operation with such other state agencies as may be created for the purpose, will—

(1) Undertake to ascertain from individual farmers the kind and amount of labor needed in addition to that now available, the date and duration of employment offered to such additional labor, and the wages to be paid;

(2) List available labor in rural and village communities and in schools;

(3) Notify the Department of Labor of the needs for labor that can not be supplied from the above-mentioned sources, giving due notice as far in advance as possible of the exact number of laborers needed in each locality, the kind of labor to be performed, the wages to be paid, the date and duration of employment, and the points at which and the persons to whom labor supplied by the Department of Labor should report; and;

(4) Render all possible assistance in the distribution, employment, and care of the labor supplied by the Department of Labor.

2. That the Department of Labor will use its best endeavors to supply such numbers of farm laborers upon the request of the Department of Agriculture as such department's investigations may reveal to be needed in the various localities of the United States and which is not obtainable from the sources mentioned in the preceding paragraph, as nearly as possible at such times and places as the investigations of the Department of Agriculture may show to be necessary.

(3) That in the matter of transporting laborers to and from various parts of the country each party to this memorandum of understanding will give such attention as may be required to the transportation of the labor made available by its own activities, but that each party will render to the other all possible assistance in this and all other matters pertaining to this co-operative understanding.

Notwithstanding a 50 per cent increase in railroad fares English roads are carrying more passengers, other than soldiers and sailors, than ever before in their history. The increase in passenger rates in this country will add about \$40,000,000 a year to railroad earnings. From the 25 per cent increase previously granted, the roads are expected to gain annually \$1,238,000,000 more. On the basis of these calculations, the roads will show a gain of \$1,652,000,000 revenue over what they earned last year. Inasmuch as the estimated increase in operating expenses will aggregate only \$700,000,000 or \$900,000,000 the roads ought to make an excellent financial showing during the coming twelve months. This will depend, however, upon the attitude of labor, with reference to further wage advances. The average rate per passenger per mile last year was 2.04 cents. The new rate is 3 cents.

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Commercial Fruit Culture

Apple Industry Now On Sound Financial Basis

Methods Recently Adopted In Pacific Northwest Are Commended To Other Communities

THE deal between Northwestern Fruit Exchange, with headquarters at Seattle, and Spokane Fruit Growers' Co., just announced has much more to it than appeared on the surface.

Fruit growing, one of the Pacific Northwest's basic industries, has suffered much from faulty marketing methods. This has been gradually overcome during the past few years, or since Northwestern Fruit Exchange which is under active management of W. F. Gwin, became the dominant factor in the industry. Remaining weak spot in the situation has been the financing of the crop, which annually requires a vast seasonal use of banking funds in production and harvesting. It is estimated that Pacific Northwest apple crop runs as high as \$2,000,000 in value, and that \$200,000,000 is invested in orchards and equipment.

This deal includes marketing by Northwestern Fruit Exchange of entire production of Spokane Fruit Growers' Co., which comes from 22 warehousing and shipping points extending from Spokane to Kennewick. A large percentage of apples produced in Pacific Northwest comes from that section of Washington known as the Inland Empire, which, as to apples, mainly includes Spokane, Wenatchee and Yakima Valleys. The apple industry in those sections has grown to such proportions that the banks of those three cities are no longer able to meet the recurring heavy financial demands incident to raising and harvesting of the crop on scientific lines. Through the resources of Northwestern Fruit Exchange and its President, Reginald H. Parsons, and their banking connections in Seattle, the industry is hereafter assured of all the financial assistance needful to placing it on a sound basis, by having the combined help of the Northwest banks. Seattle now becomes more directly interested in apple production through the medium of furnishing financial assistance not heretofore available to the industry to the extent needed.

Only bankers and large business men realize the difficulties of financing projects, no matter how important they may be, in these war times.

Growers hereafter will be able to more generally sell on an f. o. b. basis, thereby securing the highest prices. No longer will they have to rely, to the same extent, upon big Eastern buyers for money to produce and harvest the crop; this under natural trade conditions works against the interests of the growers and this entire section of country.

No development of the recent past in Pacific Northwest business has favorably affected so many people, directly and indirectly, as this new arrangement which makes Northwestern Fruit Exchange the largest shipper of boxed apples in the world.

An important phase of the matter is that Spokane Co. directors voted unanimously to pack a large portion of their crop under the "Skookum" brand, which is nationally advertised and which has a country-wide distribution, commanding the highest prices in all markets.

Florida Horticultural Society—Horticulturists from all over the state attended the annual meeting at Fort Myers April 24th. An address of particular interest was given

by Leo B. Scott, pomologist of Washington, D. C., Mr. Scott said:

"The avocado has often been described as a perfect salad fruit. Prior to the world conflict the search for fruit and vegetables which might be used in salads was of considerable importance. The avocado is also a meat substitute, many varieties have a very high oil content, in some as high as 25 to 30 per cent."

Mr. Scott spoke of the numerous varieties and the characteristics of each and their particular seasons. In the horticultural society is a standing committee on avocados, ready at any time to act as an advisory board for the Florida growers of avocados.

Mississippi Valley Apple Growers—At the recent Saverton, Mo., meeting reports from various orchard districts were very satisfactory. The prolonged cold weather has held back the bloom of some varieties, but the Jonathan are coming out in good shape. Col. Dalton of Saverton is supposed to be the champion apple grower in the West, and he attributes his success to the high heading of the trees, gaining benefits of sun and air for the apples, instead of hindering such helps by low headed trees. He holds that if you are growing green apples the color should be green, but if growing red apples, the color should be very red, and this can be attained only with the aid of sunshine and air. He gives a decided preference to growing Jonathan apples and it is a well known fact that on one occasion some of his Jonathan apples brought \$10 per barrel in New York. He accidentally discovered that by some means he had one tree of the Senator variety in his orchard and he wished he had more as he is favorably impressed with the fruit. Mr. Fette of Hannibal makes a specialty of this variety and is well satisfied with it.

In view of the fact the association wanted to enlarge the scope of its meetings it was thought best to have a director of publicity and James Handly of Quincy was chosen for the position.

Gulf Coast Horticultural Society—The fourth annual convention of the Society, April 18th, in Mobile, said Vice-President W. H. Reynolds, was one of the greatest boosters for the citrus industry of that section that could possibly have transpired. That the citrus industry is established in Mobile, was admitted by all experts who had inspected the groves. All that remains is to put that industry on a firm foundation, was President O. F. E. Winberg's message to the Horticultural Society.

Mr. Reynolds stated that the presence of so many able men, learned in the culture, selection and handling of the Satsuma, alone, was a sufficient guarantee that instruction of the most valuable kind would be forthcoming in their addresses. "The suggestions and advice of Dr. Tanaka, the Japanese expert in the Satsuma culture," he said, "was alone worth more to the growers of this fine fruit than all the experimenting they could make themselves. Dr. Tanaka is one of the richest men in Japan and his hobby, which is Satsuma culture, like that of many other wealthy men, carries him to any extremity to see it prosper wherever adopted."

Profs. Scott and Richardson of the Bureau of Plant Industry, Department of Agriculture, Washington, D. C., who accompanied Dr. Tanaka to Mobile for the convention, proved invaluable through their suggestions. "Then, too," continued Mr. Reynolds, "the presence of the experts from the Alabama Polytechnic Institute, men who are thoroughly conversant with the subjects, they handled, was an assurance of encouragement."

President Mayhew To the Trade

The world to-day is in the remaking, my friends, and each of us must, if we do a man's part, assume our responsibility. Business, society, politics, religion will not be

the same again because of this baptism of blood. America has just begun to pay her toll in the lives of the fairest and bravest young men who ever went to war. As yet we do not fully understand, but we will understand, and when we do we will come into closer fellowship with God in prayer, and in life, and this is the service we must yet render. In 1914 when the thundering armies of Germany were battling at the very gates of Paris, when seemingly nothing stood in the way of the "triumphant German hosts" occupying the capital of sunny France, there was a halt, followed by a retreat, which up to this good hour has not been explained by military critics. On this occasion it is said that Lord Roberts was talking with Lord Kitchener when the telegram announcing the unlooked for German retreat was handed in. Lord Roberts exclaimed, "Only God Almighty could have done this," and Lord Kitchener replied, "Somebody must have been praying." On May 7th, in London, a special intercession service was held, and, commenting on the matter from the point of view of national influence, a writer of international fame has assembled the view point of some of the leading statesmen and generals of England and France. Under the caption, "Victory Depends on Prayer," the following extract from the pen of General Sir W. Robertson is worth remembering. "It is only when the whole empire unites in prayer as well as in work that we can look forward with confidence to a successful conclusion of this tragic war and to a just and righteous peace." This writer makes the further statement that Generals Haig and Beatty of the English army are men of devout prayerful life, and that when General Foch, Commander-in-Chief of the allied armies of the world, was interviewed on the subject of prayer, he said, "We shall be saved by prayer and it will not be the first time in this deadly struggle."

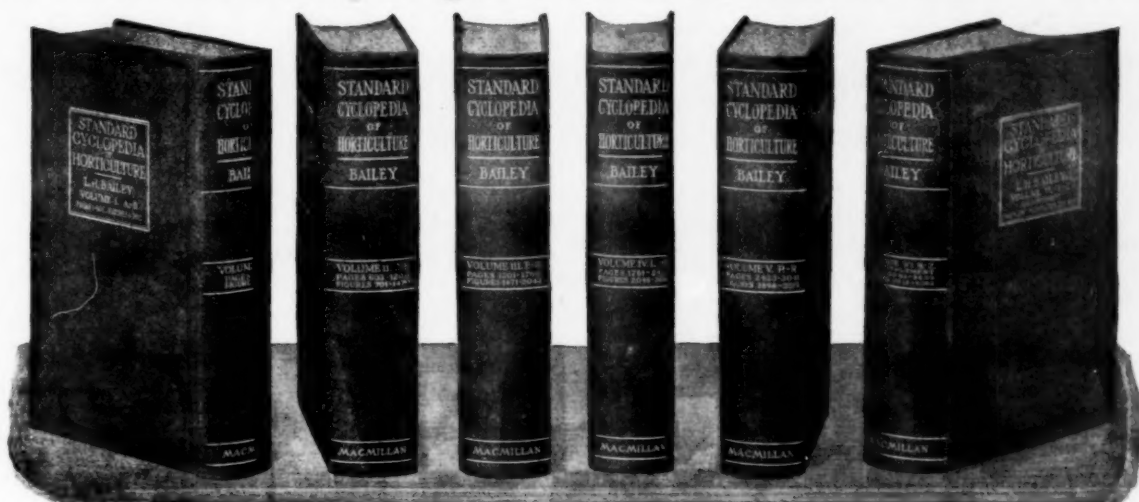
On the 13th of May of this year, a certain news item occupied a prominent place on the front page of every daily newspaper in the United States, and, as far as I know, nothing like it has ever happened before. The United States Congress, through resolution, petitioning the President to issue a proclamation calling the people of the nation to observe Thursday, May 30th, as a day of humiliation, of prayer, and of fasting, is, to my minds, most significant. You were impressed as was I, with the President's proclamation in answer to the resolution adopted by Congress, and with the acceptance of it all by the people of our nation. I suppose that here and there was one whose spiritual life was so calloused as to render him immune to the uplifting influences of a day dedicated to God in prayer, but most of us, I think, entered into the spirit of the occasion and joined our great President in the prayer that we might be found worthy of God's will being worked out through us. I do not know how all his impresses you, but to me it is a source of genuine thankfulness that first in our own nation are men at helm of the Ship of State whose minds and hearts are directed. And then, as my heart turns to the blood drenched fields of France and Belgium, where our sons are pouring out their life's blood that a world may live and be free, I thank God that the leader of our soldiers in that field of carnage is a man who believes that we shall be saved through prayer."

As a nation we are called upon to make the most stupendous sacrifice because we believe it is right. America is yet to bear the brunt of German's defeat. We are, I fear, just entering a long night of suffering, of sorrow, and of trial, and, as the night grows darker and darker, as our casualty list grows larger, as we are called upon to give and give, our souls will be tried as if by fire. Through it all I pray that we may be true, that our courage may not fail, and that we may count it a privilege to give, even of our very selves, on the altar of our country. And, when the world has been purged of selfishness and greed, when the peoples who sit in darkness have seen the great light of freedom, when despotism as represented by Prussian militarism shall have been crushed to earth to rise no more forever, then, and not until then, can America say, "I have fought a good fight, I have finished my course, I have kept the faith."

August Franke, Jr., Batchtown, Ill., this spring added 1400 trees to his large apple orchard.

TWO ESSENTIALS: --- Standard Nursery Trade Directory Standard Cyclopedia of Horticulture

The Standard Cyclopedia of Horticulture BY Dr. L. H. Bailey



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Indexed for ready reference

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American Fruits Publishing Company, Inc.

39 State Street

ROCHESTER, N. Y., U. S. A.

THE AMERICAN Nursery Trade Bulletin

Volume IV. No. 11

WAR TIME EDITION

JULY 15, 1918

NURSERYMEN'S MARKET DEVELOPMENT FUND

NEW ENGLAND SECTION

NEW HAMPSHIRE

Chase Co., Benj., Derry.....\$200

MASSACHUSETTS

Adams Nursery Co., J. W., Springfield..... 100
Bay State Nurseries, North Abington..... 500
Bradley, James, Walpole..... 25
Breck-Robinson Nursery Co., Lexington..... 100
Breed, E. W., Clinton..... 25
Heurlin, Julius, So. Braintree..... 50
Framingham Nurseries, Framingham..... 100
Kelsey, Harlan P., Salem..... 250
Littlefield & Wyman, No. Abington..... 20
McManmon, J. J., Lowell..... 25
Massachusetts Nurserymen's Association..... 100
New England Nursery Co., Bedford..... 25
Smith, Curtis Nye, Boston..... 50
Thurlow's Sons, T. C., West Newbury..... 100
Wright, Geo. B., Chelmsford..... 25

RHODE ISLAND

Clarke, Daniel, Fiskeville..... 50
Vanicek, V. A., Newport..... 100
Burr & Co., C. R., Manchester..... 250

CONNECTICUT

Elm City Nursery Co., New Haven..... 100
Hunt & Co., W. W., Hartford..... 25
Pierson Corporation, A. N., Cromwell..... 100
North-Eastern Forestry Co., Cheshire..... 30
Connecticut Nurserymen's Association..... 50

MIDDLE ATLANTIC SECTION

PENNSYLVANIA

Andorra Nurseries, Chestnut Hill..... 250
Barr, B. F., Lancaster..... 25
Conard & Jones Co., West Grove..... 250
Farr, B. H., Wyomissing..... 25
Hoopes Bro. & Thomas Co., West Chester..... 500
Jones, J. F., Lancaster..... 10
Keystone State Nursery Co., Pittsburgh..... 25
McFarland Co., J. Horace, Harrisburg..... 250
McFarland Publicity Service, Harrisburg..... 20
Meehan Co., Thomas B. Dresher..... 250
Moon Co., William H., Morrisville..... 500
Muller, Adolf, Norristown..... 100
National Nurseryman, Hatboro..... 50
Pennsylvania Nursery Co., Girard..... 25
Rakestraw-Pyle Co., Kennett Square..... 50
Root, J. W., Manheim..... 10
Stein, Geo. E., Wrightsville..... 5
Thomas & Sons, Jos. W., King-of-Prussia..... 25
Wohlert, A. E., Narberth..... 25

MARYLAND

Harrison & Sons, J. G., Berlin..... 500
Peters, Charles M., Saulsbury..... 20

DELAWARE

Bunting's Nurseries, Selbyville..... 10

NEW JERSEY

Barrett & Son, Benj., Blue Anchor..... 5
Bobbink & Atkins, Rutherford..... 250
F. & F. Nurseries, Springfield..... 500
Lovett, J. T., Little Silver..... 100
McColgan Nurseries, Red Bank..... 10
Momm's Sons Co., C., Irvington..... 10
Plainfield Nurseries, Scotch Plains..... 25
Princeton Nurseries, Princeton..... 500
Roehrs Co., Julius, Rutherford..... 100
Horner, Harold, Mt. Holly..... 10

NEW YORK

American Nurseryman, Rochester..... 10
Charles Advertising Service, The, New York City..... 100
Dansville Wholesale Nurserymen, Dansville..... 50

Harris, S. G., Tarrytown..... 50
Hicks & Son, Isaac, Westbury..... 500
Jackson & Perkins Co., Newark..... 500
McHutchison & Co., New York..... 500
Maloney Bros. & Wells Co., Danville..... 100
Rouse & Sons, Irving, Rochester..... 100
Smith Co., W. & T., Geneva..... 250
Swan River Nurseries, Patchogue..... 35
Taylor Nursery Co., H. S., Rochester..... 100
Williams, Miss Rose, Newark..... 10
Doubleday, Page & Co., Garden City..... 250

VIRGINIA

Hood & Co., W. T., Richmond..... 20

CENTRAL SECTION

MICHIGAN

Baldwin, O. A. D., Bridgman..... 100
Greening Nursery Co., Monroe..... 250
Ilgenfritz' Sons Co., I. E., Monroe..... 250
Morse Co., A. B., St. Joseph..... 25
Mutual Nurseries, Monroe..... 100

ILLINOIS

Augustine & Co., Normal..... 25
Aurora Nursery Co., Aurora..... 50
Beaudry Nursery Co., W. E., Chicago..... 25
Bock, Henry, Naperville..... 25
Bryant & Son, A., Princeton..... 50
Corn Belt N. & F. Association, Bloomington..... 50
Cottas Nursery & Orchard Co., Rockford..... 20
Critchfield Advertising Co., Chicago..... 100
Hill Nursery Co., D., Dundee..... 100
Ingels, Irvin, Lafayette..... 25
Klehm's Nurseries, Arlington Heights..... 50
Leesley Brothers, Chicago..... 50
Naperville Nurseries, Naperville..... 125
Saddler Brothers, Bloomington..... 50
Nelson & Sons Co., Swain, Chicago..... 150
Prescott, C. W., Marengo..... 10
Uecke, Robert C., Harvard..... 10
Washburn & Son, A., Bloomington..... 25

KENTUCKY

Hillmeyer & Son, H. F., Lexington..... 25
Willadean Nurseries, Sparta..... 100

INDIANA

Hobbs & Sons, C. M., Bridgeport..... 100
Home Nurseries, The Haws, Terre Haute..... 100
Reed, W. C., Vincennes..... 100

OHIO

Baird & Hall Nursery, Troy..... 15
Bohlender & Son, Peter, Tippecanoe City..... 50
Cole, W. B., Painesville..... 100
Ernst, Charles, Eaton..... 50
Kohankie, Martin, Painesville..... 50
McBeth, Thomas A., Springfield..... 5
Storrs & Harrison Co., Painesville..... 150

WESTERN SECTION

KANSAS

Bernardin, E. P., Parsons..... 50
Chanute Nurseries, Chanute..... 10
Holsinger Brothers, Rosedale..... 50
Mount Hope Nurseries, Lawrence..... 50
Willis Co., A., Ottawa..... 50

MISSOURI

Peyton, T. R., Boonville..... 10
Kelsey Nur. Co., St. Joseph..... 50
Stark Brothers, Louisiana..... 500
Westover Nursery Co., Clayton..... 50
Weber Sons Nursery Co., H. J., Nursery..... 100

IOWA

Baumhoffer, A. J., Cedar Rapids..... 10
Des Moines Nur. Co., Des Moines..... 50
Ferris, Earl, Hampton..... 100
Hill, J. W., Des Moines..... 50
Mount Arbor Nurseries, Shenandoah..... 250
Shenandoah Nurseries, Shenandoah..... 250
Sherman Nursery Co., Charles City..... 150
Welch, E. S., Shenandoah..... 250

NEBRASKA

Backes, H. J., Humphrey..... 20

Harrison Nursery Co., York..... 100
Marshall Bros. Co., Arlington..... 100
Sonderegger Nurseries..... 100
Youngers, Peter, Geneva..... 20

NORTHWESTERN SECTION

Brand Nursery Co., Faribault..... 50
Clinton Falls Nursery Co., Owatonna..... 150
Deerfield Nursery Co., Medford..... *
Howard Lake and Victor N. Co., Howard Lake..... *
Jewell Nursery Co., Lake City..... 150
Pfaender, William, New Ulm..... *
Rose Hill Nursery Co., Minneapolis..... 50
St. Cloud Nur. Co., St. Cloud..... 100
Tolleson Nursery Co., Lake City..... 25
Wedge Nursery Co., Albert Lea..... 150

NORTH DAKOTA

Hankinson Nursery Co., Hankinson..... 50
Northwest Nursery Co., Valley City..... 50

SOUTH DAKOTA

Will & Company, Oscar H., Bismarck..... 25

SASK., CANADA

Prairie Nursery Co., Estevan..... 100

SOUTH-EASTERN SECTION

MISSISSIPPI

U. S. Nursery Co., Roseacres..... 100

TENNESSEE

Cumberland Nurseries, Winchester..... 50
Southern Nur. Co., Winchester..... 20

NORTH CAROLINA

Lindley Nursery Co., J. Van, Pomona..... 350

ALABAMA

Chase Nursery Co., Chase..... 250
Elkon, Eros, Huntsville..... 20
Huntsville Wholesale Nurseries, Huntsville..... 250
Kelley & Sons, J. O., Jeff..... 10
Oak Lawn Nurseries, Huntsville..... 20

SOUTH-WESTERN SECTION

TEXAS

Baker Bros. Co., Fort Worth..... 25
Texas Nursery Co., Sherman..... 250
Waxahachie Nursery Co., Waxahachie..... 100

OKLAHOMA

Parker, Jim, Tecumseh..... 10

PACIFIC COAST

CALIFORNIA

Fancher Creek Nurseries, Fresno..... 50

OREGON

Pilkington, J. B., Portland..... 50

*Amount of subscription to be announced later.

ADDRESS NOT RECORDED

Keith Bros..... 100
Templin, Crockett & Bradley..... 100

Total.....\$16,045

George C. Perkins and John H. Chase started for California immediately after the Chicago convention.

Because those in attendance at the Chicago convention were so thoroughly representative of the names in the Badge Book, we deem it unnecessary to list them again.

A despatch from Fresno, Cal., says: George C. Roeding, nurseryman and fruit grower of that valley recently disposed of his home place there for \$400,000 to Eastern buyers.

Plant imports, including trees, shrubs and vines, bulbs and bulbous roots or corms cultivated or their flowers or foliage, showed a marked increase for March, 1918, compared with March, 1917, the figures for the former month being \$160,215; for the latter month \$59,934.

Buy you saw it in AMERICAN NURSERYMAN